US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: **NOVELL**

SECTION I - Approval Requests:
HQAPP Requests:
1. 50% discont (E-Business Discount + 25%) worst case for E-Business Suite Migration
2. Waive e-business suite minimum employee requirement. The number of professional users is being done per Oracle policy.
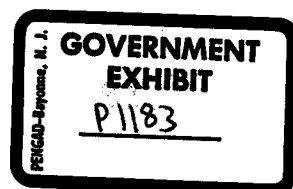
TIER 1 Requests: none

TIER 2/3 Requests: none

Previously approved requests (include date of approval): none

SECTION II – Deal Summary:

Deal Summary	
Programs	E-Business Suite Prof. Users + E-Business Suite Employee Users
License Discount	50% (ebiz + 25%) Worst Case; Draft at 45% (ebiz + 20%)
Support Discount	50 % (ebiz + 25%) Worst Case; Draft at 45% (ebiz + 20%)
Support Options/Holds	
Price Holds	
List License	$2,475,200
List Support	$544,544
Net License	$696,108.54 + $50,389.15 (ebiz upgrade fee) = worst case
Net Support	$166,193.31 (includes $13,049.43 ebiz upgrade support fee) = worst case
Net Total Price	$912,691
Price List Used	Current Oct. 4, 2002

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

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SECTION III - Justification:

- Novell currently running 11.0.2 core ERP, Siebel CRM, PSFt HR, positions Oracle to then begin to replace the existing CRM vendor (Siebel) and the HR vendor (Peoplesoft).
- Evaluating migration to single applications vendor
- Migration to E-Business suite would position Oracle to take lead in eval.
- Conversion to E-Business Suite only licenses the users they currently have today w/ Oracle.
- Would not impact future user licenses as new products are adopted.
- Would help expedite 11i upgrade. Upgrade to 11.0.3 originally planned.
- November is support renewal time and they are incented to get this done now.

Additional Backgound on waiving mins:

The request is to waive employee mins. The number of professional users is being done per Oracle policy. The reason to waive employee mins is that they do not use any self service capabilities at this time. Novell is in the planning stages to decide roll out of additional users and functionality. Purpose of this transaction is to migrate the existing module users to ebusiness and set the table for replacing Seibel and Peoplesoft plus introduce the new functionality.

The current number of concurrent users that they have now is:

GENERAL LEDGER   30
ASSETS   30
RECEIVABLES   30
PAYABLES   30
MASTER SCHEDULING/MRP   30
INVENTORY   30
COST MGMT   30
BILLS OF MATERIAL   30
Configuator   2
ORDER ENTRY   30
WEB SUPPLIER   2
PURCHASING   30
WEB EMPLOYEE   2 Computers
WEB CUSTOMERS   2 Modules

Per Oracle policy the customer should license 600 ebusiness professional users which we are doing. They should also license 600 ebusiness employee users which we are asking to license 200 to match their previous licenses of Web employees and Web customers.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Derek Cordon, Rooney, Wellen*
Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

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PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - **Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained -	November 13, 2002
Opportunity I.D. (OSO Number):	
Deal Structure:	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	____Yes XX No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	XX No
Quote Valid Through (insert date):	November 25, 2002
MIGRATIONS OR UPDATES:	XX Yes (worksheet attached)
PREMIUM SERVICES:	XX Yes
INCIDENT PACKS:	XX No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	XX Yes
Payment Terms:	____Net 30 XX Other (Specify) OFD
Referenced Agreement:	XX Other (Specify) SLSA-

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**Novell**
Business Address:	1800 South Novell Place
City / State / Zip:	Provo, UT 84606
Customer Contract Admin:	Peter Maughan
Phone #:	(801)861-3092
Fax #:	(801)861-4624
E-mail ID:	**jpmaughan@novell.com**
Billing Contact:	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	**Chris Mason**
Address:	1800 So. Novell Place
City / State / Zip:	Provo, UT 84606
Phone #:	(801)861-7506
Fax #:	
E-mail ID:	**cmason@novell.com**
Technical Support Contact:	Nate Jensen
Address:	1800 So. Novell Place
City / State / Zip:	Provo, UT 84606
Phone #:	(801)368-2545
Fax #:	
Email ID:	**njensen@novell.com**

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Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	____%
Education Revenue:	$_____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: HP
OS: HP-UX
PROGRAMS: E-Business Suite

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Applications	
Will applications be modified:	XX No
Will users be accessing modified Apps from the web:	XX No
Have all prerequisites been included:	XX Yes
Will users use Fast Forward RPM:	XX No
Will applications be hosted:	XX No
Indicate database that Apps will run on:	Existing CSI
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	
Technology Sales Manager	
Account Manager	Derek Cordon
iSD Rep	Mark Worman
Education Sales Rep	MaryBeth Miller
Support Renewals Rep	Mike Cosenza
Premium Support Rep	Margo Fichenscher
Migrations Manager	Matt
Is there a teaming agreement?	XX No
Requester:	Name: Derek Cordon Business Telephone: (801)595-5810 Cell Phone: (801)230-3503